

**Business Information Report™**

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For: BREWSTER KAHLE, CEO  
DUN & BRADSTREET INCJuly 17, 1995  
5:55 pm*This report is being sent to you free of charge. It should not be reproduced or redistributed.***BUSINESS SUMMARY**

WAIS INC	DUNS: 88-413-7167	RATING	--
690 5TH ST	ON-LINE COMPUTER	STARTED	1992
SAN FRANCISCO CA 94107	SERVICES	SALES	\$5,000,000
TEL: 415 356-5400			(PROJ)
	SIC NOS.	EMPLOYS	50
	7373 7375	HISTORY	INCOMPLETE
CHIEF EXECUTIVE: BREWSTER KAHLE, CEO			

**CUSTOMER SERVICE**

If you need any additional information, would like a credit recommendation, or have any questions, please call our Customer Service Center at (800) 234-3867 from anywhere within the U.S. From outside the U.S., please call your local D&B office.

**SUMMARY ANALYSIS**

The Summary Analysis section reflects information in D&B's file as of July 17, 1995.

**RATING SUMMARY . . . .**

The absence of a Rating (--) indicates that the information available to D&B does not permit us to assign a Rating to this business. In this case, no Rating was assigned because D&B does not have sufficient historical information about this company to assign a Rating.

Below is an overview of the company's D&B Rating(s) since 06/29/95:

RATING

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DATE APPLIED

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06/29/95

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### **PAYMENT SUMMARY**

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score.

D&B receives over 220 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received. At this time, none of those experiences relate to this company.

### **FINANCE**

06/28/95 On JUN 28 1995 John Duhring, vice president, deferred financial statement.  
He submitted the following partial estimates dated JUN 28 1995:  
Projected annual sales are \$ 5,000,000.  
Incomplete history caption has been applied due to the following factor(s):  
-- Antecedent information on one or more of the principals lacks sufficient detail.  
----- INVESTIGATIVE PROCESS -----  
As of Jun 28 1995, a search of Dun & Bradstreet's Public Record Database found no suits, liens, judgments or UCC's to which Wais Inc at 690 5th St, San Francisco, CA was a named defendant or debtor. Public records received hereafter will be entered into the Database and will be included in reports which contain a Public Filings section.  
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### **HISTORY**

06/28/95 BREWSTER KAHLE, CEO DAVID KAISER, PRES  
JOHN DUHRING, V PRES  
DIRECTOR(S): THE OFFICER(S)  
  
On Jun 28 1995 corporate file number was unavailable.  
Business started 1992 by the founders. Starting captial is undetermined.  
BREWSTER KAHLE. Antecedents are undetermined.  
DAVID KAISER. Antecedents are undetermined.  
JOHN DUHRING. Antecedents are undetermined.

### **OPERATION**

06/28/95 Provides on-line, computer services (100%), specializing in Internet publishing tools & related services.  
Terms of sale are net 30 days. Sells to publishers, schools and

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**OPERATION (continued)**

governmental agencies. Territory : United States and International.  
Nonseasonal.

EMPLOYEES: 50 which includes officer(s).

FACILITIES: Occupies premises in building.

LOCATION: Central business section on well traveled street.

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